



Chamber Connections



CORNERSTONE MEMBERS



G. FEDALE
PAGE 3

CENTURY ENGINEERING
PAGE 3

IN THIS ISSUE...

LCD Closing Retreat PAGE 6

The CDCC Annual Report PAGE 10

The Final Gavel PAGE 14

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cdcc.net

July\August 2024

Central Delaware Excels in Business at Annual Award Ceremony!

On June 20th, the Central Delaware Chamber of Commerce (CDCC) hosted its highly anticipated Annual Awards for Excellence Celebration, a gala event that brought together over 300 local business leaders, commu-

nity members, and distinguished guests to honor outstanding achievements and contributions to the business community. Held at the elegant Rollins Center at Bally's Dover Casino Resort, the evening was a testament to the vibrant,

collaborative, and thriving business community in Central Delaware. Brought to you by Signature Sponsor, Merrill Lynch Connell & Associates, the night was surely one to remember.

The event kicked off

with a lively networking reception after attendees graces the red carpet and smile for the "paparazzi." They enjoyed delicious hors d'oeuvres and beverages as they networked around the room before

Continued on Page 12

Inspiration at Sunset!



The Central Delaware Chamber of Commerce (CDCC) will be hosting our premier networking event, the Sunset Business Mixer on

Wednesday, July 31st from 5-7pm at the prestigious Biggs Museum of American Art in Downtown Dover (406 Federal St.). Be sure to bring your business cards, friendly faces, and open eyes as you mingle among the

enchancing art pieces on display. This event promises an evening of networking, art appreciation, and community engagement, offering an excellent opportunity for local business professionals like you to connect and

collaborate in a unique and inspiring setting. Plan to win door prizes, enter in the 50/50 raffle, witness the pinning of new 5-star members, and more! You could be the next

Continued on Page 9

Meet at the Member-2-Member Expo this August!



The Central Delaware Chamber of Commerce's (CDCC) Member-2-Member Expo (M2M) only comes around twice a year but offers double the networking and brand exposure power! Make sure to mark your

calendar to register your attendance and reserve your tabletop display for Wednesday, August 28th, 2024, at The Art Society at Loblolly Acres (3893 Turkey Point Rd, Viola, DE 19979) from 4-7pm. This is a special event at a wonderful location you won't want to miss.



Continued on Page 4

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Dina's Digest



PRESIDENT
Dina Vendetti

Let the Games Begin!

As I write this, anticipation is building as athletes across this planet of ours make their way to Paris for the Summer Olympic Games. These games are always an incredible show of athleticism, patriotism, and competition as we watch from the sidelines, choose our favorites, and cheer them on to the sweet moment of victory when medals are awarded. We know, however, that what we can witness is just the last few minutes of what has been an arduous journey of preparation. The athletes have spent years maintaining their fitness, pushing their bodies to extremes, improving their times and scores and abilities – there's been an abundance of hard work, real grit, and steel-like determination to get them to these last few moments of world competition. Clearly, there's a LOT that goes into making the Olympic Games one of the most sought-after competitions in the world!

Here at your Chamber, we have spent the summer in preparation mode as well. We are already making plans for the many opportunities to connect that will come your way this Fall. As you peruse this edition of the widely read Chamber Connections newspaper, you'll find all the details you need to mark your calendars and participate. We are excited about some changes in venues, formats, and other aspects that will serve to refresh our events this year. We are happy to gather our members together for experiences in education, legislation, marketing, and networking to help businesses

succeed, thrive, and grow! So, with that, let the games begin...

At the August Sunset Business Mixer on August 28th, we will once again present our Member 2 Member Expo. This is an opportunity for members to learn about other members' businesses. If you'd like to showcase what's happening in your business, simply give us a call and purchase a table-top display space at the expo! Tables are \$125 and give you the opportunity to share flyers, business cards, samples, etc., and talk with other members about your company. This event will be held at The Art Society at Loblolly Acres from 4 – 7pm.

Our annual Amazing Chase will be held in downtown Dover on September 25th beginning at 5 pm and will be paired with our September Sunset Business Mixer. This event, which imitates television's once popular Amazing Race, will feature teams of 3 who join an exciting scavenger hunt to highlight the awesome businesses that make up Downtown Dover! Each merchant will provide a challenge at their location for participants to complete. What a great way to explore our downtown business district! During and after the "Chase," we will be treated to an evening of networking, fellowship, and refreshments at Downtown's newest event venue, The Hive on Loocker-man.

On October 30th, we will hold our 20th Annual

Holiday Gift Auction. This year's theme is The Bounty of Business – what a great way to emphasize "shopping local." Our Auction will be completely LIVE and IN PERSON! Come and enjoy the strategy of outbidding each other in the silent auction – and the fun of joining together with others to bid for experiences at the live auction. We will be excited to experience this fun evening of shopping, laughing, and enjoying each other's company! With an autumn-like atmosphere, denim and flannel will be the preferred dress as we hold this event at Harvest Ridge Winery!

In November, we will gather for our annual State of the Base Briefing. Stay tuned for details about date, time, and location. The beloved State of the Base Briefing features a report by Dover Air Force Base's leadership highlighting missions and other significant happenings over the past year and a sneak preview of coming attractions for the year ahead. This is an event you won't want to miss!

As always, for more information about YOUR Chamber's activities and programs OR to register for events, please give us a call at the CDCC Office (302)734-7513 or visit our website at www.cdcc.net. We are excited to be sharing these events with all of you and we look forward to cheering each other on as we, members of the Central Delaware Business Community, lead the way and show off our GOLD!

Calendar of Events

AUGUST

Thursday, August 1
Kent County Open for Business
8:30am - 10:00am, Kent County Levy Court

Thursday, August 8
Member Orientation
8:30am - 10:00am, via Zoom

Tuesday, August 13 CDCC
Board Meeting 7:30am - 8:30am, Faw Casson

Wednesday, August 14
Marketing Committee Meeting 10:00am - 11:00am, via Zoom

Thursday, August 15
LCD Class of 2025 Meet & Greet 5:00pm - 8:00pm, The Blahas' in Magnolia

Tuesday, August 20 LCD
Steering Committee Meeting 12:00pm - 1:00pm, CDCC Conference Room

Monday, August 26 CDCC
Executive Committee Meeting
8:00am - 10:00am, CDCC Conference Room

Wednesday, August 28
Ambassador Committee Meeting 3:30pm, The Art Society at Loblolly Acres

Wednesday, August 28
Sunset Business Mixer / Member 2 Member Expo 4:00pm - 7:00pm, The Art Society at Loblolly Acres

An Industry Exclusive CDCC Marketing Package!

Thank you to the CDCC Cornerstone Members!

Published monthly by the Central Delaware Chamber of Commerce, the first accredited Chamber of Commerce in Delaware. We represent the interests of the small business community. Over 800 businesses support CDCC.

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INNOVATION



ENGAGEMENT

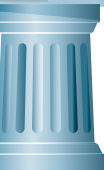


CORNERSTONE MEMBERSHIP

RESOURCEFULNESS



RELEVANCE



Century staff from our New Castle office recently attended the Delaware River & Bay Authority (DRBA) World Environmental Day Celebration at Veterans Memorial Park in New Castle, DE.

The event presented an opportunity to learn about environmental issues from government regulators, environmental experts, and company representatives on such topics as recycling, air quality, food waste, plastic bag bans, renewable energy, greener products, plastic pollution, sustainability, watersheds, endangered/protected species, electric vehicles, nuclear power, energy conservation, marine life and habitat, oil spill cleanup,

remediation, ecology, and climate impacts.

“We had the opportunity to showcase what we do for DRBA and other clients to hundreds of community members who stopped by our booth,” said Sonia Marichic-Goudy, pictured to the right with Ted Foglietta. “DRBA is committed to transportation, owning and operating the Delaware Memorial Bridge, Cape May and Lewes Ferries, New Castle/Wilmington Airport, Cape May Airport, Millville Airport, and numerous other transportation facilities. “Century was a proud sponsor and vendor at the event, showcasing our talents in every facet of engineering, including our

environmental disciplines. We provided visitors to the booth a chance to plant their own vegetable seeds in bio-degradable cups and take them home for growing tomatoes, peppers, or cucumbers. DRBA is a priority client for Century and we are proud to continue being an extension of DRBA’s staff serving not only DRBA but all of their customers through our projects. Century has a multi-year open end agreement for general consulting services with DRBA and we look forward to a long-lasting legacy working with DRBA.”

For more information, please visit www.centuryeng.com.

Elevate Your Home’s Beauty and Value with G. Fedale’s Renovation Services



At G. Fedale Roofing and Siding, we specialize in transforming houses into stunning homes with a range of high-ROI renovation services. Whether you’re looking to boost curb appeal or improve energy efficiency, our expert craftsmanship and top-quality materials ensure that your investment pays off. Here are some of the improvements we offer that shows the best ROI:

1. Steel Entry Door Replacement

- Upgrade your home’s entry with a durable steel door that not only enhances security but also adds a touch of elegance. Our steel doors are available in a variety of styles and finishes, blending seamlessly with your home’s architecture while providing a substantial ROI of 188.1%.

2. Manufactured Stone Veneer

- Elevate your home’s exterior with luxurious manufactured stone veneer. This premium upgrade not only enhances curb

appeal but also increases your home’s value significantly. With an ROI of 153.2%, this investment is both aesthetic and financially rewarding.

3. Fiberglass Grand Entrance

- Make a grand statement with a fiberglass grand entrance from G. Fedale. Featuring decorative sidelights and a wide range of design options, this upgrade transforms your entryway into a focal point. With an impressive ROI of 97.4%, it’s a smart choice for homeowners seeking to maximize their home’s value.

4. Fiber-Cement Siding Replacement

- Replace worn-out siding with durable fiber-cement siding that combines beauty with resilience. Our expert installation ensures a seamless finish that enhances your home’s aesthetic appeal and protects it from the elements. Despite its initial investment, fiber-cement siding offers a solid ROI of 88.4%.

5. Vinyl Siding Replacement

- For a budget-friendly option that doesn’t compromise on quality, consider vinyl siding replacement. Ideal for homeowners looking to refresh their

home’s exterior without breaking the bank, vinyl siding provides essential protection and a respectable ROI of 80.2%.

Why Choose G. Fedale Roofing and Siding?

With years of experience and industry-leading certifications—including being Delaware’s only James Hardie Elite Preferred Contractor and a GAF MasterElite Contractor—we are committed to excellence in every project we undertake. From consultation to completion, our team ensures meticulous attention to detail and superior customer service, making your renovation experience smooth and satisfying.

Ready to enhance your home’s value and curb appeal? Contact G. Fedale Roofing and Siding today to schedule a consultation and discover how our expert renovation services can transform your house into the home of your dreams.

For more information, please visit gfedale.com.

MEMBER-2-MEMBER

Continued from Page 1



Nestled in the scenic countryside of Viola, Delaware, The Art Society at Loblolly is Central Delaware's home for community, nature, and the arts, whose mission is to "to inspire the human spirit through performances and experiences on the

farm." This nonprofit organization is dedicated to fostering creativity and artistic expression in a picturesque rural setting. Loblolly Acres, known for its beautiful landscapes and rustic charm, provides the perfect backdrop for this

event. Join us for this opportunity to meet President/Executive Director, Angela Zielen, and Vice President, Cheryl Epps, and their team behind the vision.

This event is special because we are combining our monthly Sun-

set Business Mixer with our Member 2 Member Expo!

This event is a highlight on the CDCC calendar, offering members a prime opportunity to showcase their products and services, network with fellow business owners, and foster new business relationships within the community. The M2M Expo is designed to provide an in-person platform where CDCC members can connect, collaborate, and grow their businesses. This is especially helpful for many of our E-commerce businesses. It makes for a great melting pot of various businesses that exemplifies the diversity of CDCC member businesses, all under one roof!

CDCC Members are encouraged to take advantage of this chance to showcase your business, products, and services to an influential group of people. Get your name, image, and brand rec-

ognized as you meet, mingle, and share your story with like-minded business professionals. Be a proud, knowledgeable representative of your business at the CDCC's Member 2 Member Expo and Sunset Business Mixer as you meet new people and make valuable face-to-face interactions with potential clients and business partners. For attendees, the Expo offers a unique opportunity to learn about the diverse array of businesses operating in Central Delaware, discover new products and services, and build lasting business relationships.

Do not forget to bring your business cards, positive energy, and cash to enter our 50/50 raffle. Be prepared to possibly go home with cool door prizes, new friends, colleagues and cash! It'll be double the networking fun with the addition of our Member 2 Member Expo – you don't want to

miss this one!

CDCC members interested in exhibiting at the Expo are encouraged to reserve their booth spaces early, as spots are limited and fill up quickly. Exhibitors will have the chance to present their businesses to a large audience, network with other professionals, and gain valuable exposure.

Interested in setting up a table-top display of your business at this August's Member 2 Member Expo? Do not hesitate to register today! The CDCC has a limited number of tables to offer, so seize this opportunity while spaces are still available. To register your business for a table at the low rate of \$125, please give the CDCC office a call at (302) 734-7513 or visit our website at www.cdcc.net for more information on this event. See you there, Central Delaware!



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FINAL BURST OF ENERGY FOR LCD'S LAST CLASS DAY!

The LCD Class of 2024 brought their positive energy for their final Class Day – Energy & Environment Day this past June! The day kicked off in Chesapeake Utilities' Safety Town training center for coffee and donuts before presentations and Q&A with our featured panelists/co-chairs: Dave Detrick, Manager of Growth and Retention at Chesapeake, Heather Contant, Director of Government & Community Relations at the Delaware Municipal Electric Corporation (DEMEC), Lauren Irby, Manager of Public Relations & Community Affairs at the Delaware Electric Co-op, and Ed Jackson, CEM of Affinity Energy Management. The class asked questions pertaining to their personal energy needs/consumption and for their businesses. They were happy to hear about the wonderful initiatives in place by the panelists' companies for sustainability and community outreach.

Next, Shawn Garvin Department of Natural Resources & Environmental Control (DNREC) Secretary, shared a presentation about the overview of DNREC, what they do, who they serve, his role in their mission, and the agency's top priorities at the moment.

Next on the agenda, we welcomed Dora Cheatham, Vice President, Sales & Commercialization at First State Hydrogen to the podium. She presented the ground-breaking advances within the Hydrogen and the Mid-Atlantic Clean Hydrogen Hub (MACH2). This initiative is revolutionary for Delaware and will usher in a new era of economic development for the state. She gave background of hydrogen as a power source, its consumption, production, and how Delaware ranks among competitors in utilization and production. She made this scientific topic very easy to understand how her work

is positively impacting Delaware's energy model.

After a lunch catered by The Catering Company, the students had a chance to speak with Drew Slater, Director of the Delaware Sustainable Energy Utility (DESEU)/ Energize Delaware. Slater led a Q&A session about what Energize Delaware does, their various energy-efficiency programs for residents and companies, and how his company works to lessen Delaware's carbon footprint. He shared encouraging leadership notes such as team building, thinking outside the box, and not being afraid to fail.

A short walk to the new facility for the Delaware Solid Waste Authority (DSWA) was a great opportunity for participants to stretch not only their legs, but their minds regarding waste. Stacey Georgov, Community Outreach Coordinator, gave a cheerful presentation and tour. She debunked common misconceptions

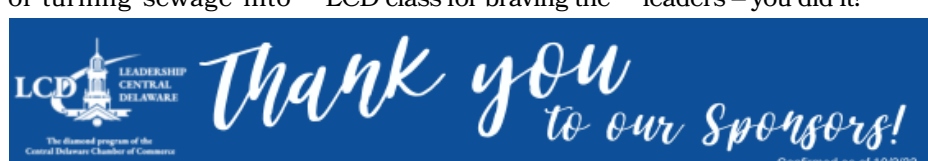
about the DSWA, and waste treatment. She shared the positive things DSWA is doing to lessen their impact on the environment and what consumers can do.

Finally, an already eventful Energy & Environment Day got more eventful at the Kent County Wastewater treatment facility in Milford. The class met with long-time employee and knowledgeable, William Vincent. He walked the class through their outdoor operation of turning sewage into

usable water and fertilizer. This facility has been visited by engineers from all around the world because it is one the first locations to utilize Severn Trent's Microdynamic UV light system to disinfect the water – which is the largest in the world. The class did a great job bearing the unpleasant smell and gained valuable insight into the team of 50 employees processing 14 million gallons per day and 8,000 tons of biosolids a year – fascinating! Kudos to the LCD class for braving the

smelly elements!

The Class circled back to Chesapeake Utilities to round out this full day of Energy & Environment, and their LCD class day experience! The CDCC would like to thank this group of 28 inquisitive individuals for sticking with us through this wonderful experience, especially when it got unpleasantly hot and smelly! With a bittersweet tone, this marks the conclusion of the LCD Class of 2024's class season. Congrats, leaders – you did it!



LCD '24 - WHAT DID IT ALL MEAN?



The Leadership Central Delaware (LCD) Class of 2024 recently wrapped up their transformative year with a concluding closing retreat, held on June 14th at the relaxing, Harvest Ridge Winery in Marydel. This day-long event was a time for reflection, celebration, and forward-looking conversations, marking the culmination of an enriching journey of leadership development through the Central Delaware Chamber of Commerce's (CDCC) Diamond program.

The day began with La Baguette pastries and coffee and a heartfelt presentation from Tammy Ordway, a Central Delaware native from Faw Casson, who spoke about the importance of building connections and remaining engaged in the community. She shared

her personal story of overcoming uncomfortable situations, embracing the unexpected, feeling out of place. Her presentation reminded everyone to always be yourself and be open to the unknown. Ordway is a role model for how staying involved with your local community can take you very far.

Next, Javier Santana, owner and founder of High Ground Solutions, a full-service Digital Marketing and Advertising Company, shared perspective on creativity and imagination. He encouraged the Class to believe that everyone can be creative. It is a muscle that many great leaders have developed, and he urged the class to take that same energy into their daily lives moving forward.

CDCC President, Dr.

Dina Vendetti, led the class in sharing their best and most memorable moments throughout the 10-month journey they just successfully completed together. Emotions were high as the class shared specific moments they enjoyed and reflected on the bond they had created together. This moment was from the heart, and it was amazing to hear about the wonderful takeaways from the class.

Last but certainly not least, Rev. John G. Moore Sr. motivated the class for an awe-inspiring and enthusiastic presentation on "Continuing Your Leadership Journey." He shared his one-of-kind delivery, exemplifying the leadership of Dr. Martin Luther King, Jr. Class members were on their feet as they received John's genuine love of



life, uplifting others, and meaning behind having a D.R.E.A.M. (Dedication, Resilience, Enthusiasm, Attitude, Motivation). It was a speech to be remembered forever.

The Closing Retreat was just 2 weeks before the class was set to ceremoniously graduate at the CDCC's Annual Awards for Excellence Celebration. There was a bittersweet feeling of mourning the end of the experience, along with the anticipation of what's next. The class was eager to hear about the amazing future opportunities available at the state-wide leadership program, Leadership Delaware, Inc. Jen Cohan, CEO, was present to explain the advantageous program and all it offers. Her special guests, Dennis Spence, LCD Class of 2022 alum, LDI graduate

of Century Engineering, was the perfect person to share firsthand about this possible next step, as well as current student, Conor Nally, Vice President of Development at Nally Ventures.

Following Cohan was CDCC President Dr. Dina Vendetti congratulated the class and shared the significance of LCD alumni now having 3 credits to exercise towards a degree at WilmU.

Finally, the LCD Class of 2024 sealed the deal with a champagne toast and slideshow presentation to commemorate their pursuit of knowledge, relationships, and leadership. The CDCC thanks the LCD Class for allowing us to be a small part of their journey as leaders in this community. Thank you to this year's program sponsors,

for their support of this year's class: Bally's Dover Casino Resort, Bayhealth Medical Center, Delaware Electric Cooperative, Del-One Federal Credit Union, Delaware Municipal Electric Corporation, Delaware Solid Waste Authority, Delaware Technical Community College, Faw Casson, First Class Properties, High Ground Solutions, Kent County Levy Court, Kent County Tourism Corporation, Parkview RV Center, Payroll Management Assistance, Roy Klein, and Wilmington University.

"A leader is one who knows the way, goes the way and shows the way."
—John C. Maxwell



LCD CLASS OF 2024 FINAL FLIGHT!

Every ending welcomes a new beginning, no matter how hard and rewarding they can be. There is nothing quite like reflecting on the past year from a seat in a Dover Air Force Base (DAFB) C-5 Aircraft. This was the case for the Central Delaware Chamber of Commerce's (CDCC) Leadership Central Delaware (LCD) Class of 2024. The class had the opportunity to experience a once-in-a-lifetime opportunity to be precious cargo in a refueling mission on June 12th, 2024. This year has been a soaring success because of this amazing group of twenty-eight driven, kind, collaborative, and diverse leaders. They got to see up close the magnitude and strength of a C-5 Super Galaxy and how our nation's service men and women operate it to

deliver hope across the world.

For a little perspective, the C-5 Super Galaxy is 257ft in length, and 65ft high, with a wingspan of 222ft. Oversized cargo loads are no match for this aircraft in fulfilling the mission of Dover Air Force Base of the United States Air Force. It was a true honor and wondrous experience.

As if the day was not special enough already, it was class member Col. Russell Gohn's final "finni" flight before officially retiring from the Air Force that following Friday, June 14th- how divinely remarkable! The CDCC and LCD witnessed Col. Gohn get super soaked with champagne as we walked down the aircraft steps to his family and crew one last time. It was truly an unforgettable moment. Rusty – the CDCC and

LCD thank you for your tireless service to our community and country. We thank you for being an amazing leader in so many ways. We wish you the best for all the greatness this next chapter of your life will bring.

The CDCC would like to thank everyone at Dover Air Force Base for making this possible for the LCD Class of 2024. We extend a thank you to Col. MacDonald for his continuous support of the CDCC and the LCD program. A big thank

you to Captain Christina Camp, 436 Airlift Wing Chief of Public Affairs for orchestrating all the plans and making this possible! Of course, thank you to the wonderful flight crew for making everyone feel very safe.



CONGRATS LCD CLASS OF 2024!

The Central Delaware Chamber of Commerce (CDCC) proudly congratulates the Leadership Central Delaware (LCD) Class of 2024 on their recent graduation at our Awards for Excellence Celebration. This distinguished group of professionals has completed an intensive 10-month program designed to cultivate leadership skills, foster community engagement, and drive positive change in Central Delaware. Throughout the year, participants engaged in a variety of activities focused on key areas such as economic development, healthcare, education, government, and social services. This diverse exposure provided class members with a holistic understanding of the challenges and opportunities within the community.

The program challenged 28 various business professionals to step out of their comfort zones and think critically about the strengths and issues facing our community. It's been an incredible journey with the following 28 leaders. The CDCC is so grateful for their time, commitment, dedication, and positive energy. The CDCC is honored to be a small part of their lifelong leadership journey and to witness the friendships

and networks they've built along the way.

As the Class of 2024 embarks on the next chapter of their leadership journey, the CDCC is confident that these graduates will continue to be catalysts for change in Central Delaware. Their commitment to service, innovation, and collaboration will undoubtedly continue to make Central Delaware the place to live, work, and play. The CDCC extends heartfelt congratulations to the Leadership Central Delaware Class of 2024. We look forward to seeing the remarkable accomplishments and positive impact you will undoubtedly achieve in the years to come.

DRUM ROLL PLEASE....

Now Presenting the Leadership Central Delaware Class of 2024...

Please join us in congratulating the following 28 business leaders who successfully completed the CDCC's Diamond Program:

Codi Canasa – Agape Body Piercings
Angela Ceballos – Wattay Accounting
SMSgt Adam Colaprete – Dover Air Force Base
Nicholas Dolph -Dover Federal Credit Union
Megan Epps – Dover Health Care Center Chiropractic

Jonathan Flamer – Bally's Dover Casino Resort
Col. Russell Gohn – Dover Air Force Base
Shelby Hand – Dover Federal Credit Union
Col. Jason Holcomb – Dover Air Force Base
Anastasia Jackson – Delaware Division of Small Business
Catherine Jenkins – Kent County Tourism Corporation

Jason King – Legal Shield
Melanie Kline – Dedicated to Women OB/GYN
Gloria Knowles – Delaware State University
Renee Lindquist – Kraft Heinz Company
Lolita London – Delaware State University
Ashley Murphy – Delaware Office of Management and Budget
Kitt Parker – Independent News Media/Delaware State News
Zachary Prebula – Kent Economic Partnership
Michael Pugh – Westside Family Healthcare
Jordan Resh – Downtown Dover Partnership
Jonathan Russ – Harrington Raceway & Casino
Bella Santana – High Ground Creative, LLC
Tamera Snow – Del-One Federal Credit Union
Jennifer Sutter – Central Delaware Chamber of Commerce
Tasheema Heyliger – Bayhealth Medical Center
Michael Weeks – Central

Delaware Habitat for Humanity
Glen Wilson – Chesapeake Utilities Corporation

The CDCC would like to thank every sponsor of this year's class who made this program possible and impacted and empowered the lives of 28 amazing people in their

community.

Thank you to: Bally's Dover Casino Resort, Bayhealth Medical Center, Delaware Electric Cooperative, Del-One Federal Credit Union, Delaware Municipal Electric Corporation, Delaware Solid Waste Authority, Delaware Technical Community College, Faw Casson,

First Class Properties, High Ground Solutions, Kent County Levy Court, Kent County Tourism Corporation, Parkview RV Center, Payroll Management Assistance, Roy Klein, and Wilmington University.

The poster features a central graphic with the LCD logo (a building with a dome) and the text "LEADERSHIP CENTRAL DELAWARE". Below this, it reads "The diamond program of the Central Delaware Chamber of Commerce". The main event title is "LCD CLASS OF 2025 MEET & GREET" in large, bold, white letters. The date and time are "15TH AUGUST FROM 5-8 PM". The host information is "HOSTED BY: TERRY & DEAN BLAHA (LCD CLASS OF 2004)". At the bottom, there is a white banner with the text "Join us for a casual evening of fun and an opportunity to meet your classmates and LCD Alumni! Cocktails and hors d'oeuvres will be served!". Below the banner, the location is "Terry & Dean Blaha's Home 18 Violet Ct. Magnolia, Delaware 19962". At the very bottom, it says "To RSVP by Wednesday, August 13th, call 302-734-7513 or email lcd@cdcc.net."

LUAU ON THE LAKE AT DOVER FEDERAL CREDIT UNION!



The Dover Federal Credit Union (DFCU) Headquarters team hosted a memorable Sunset Business Mixer on the evening of June 26th at 1075 Silver Lake Blvd. The event brought together local business professionals, community leaders,

and chamber members for an evening of networking, collaboration, and camaraderie with a luau theme right on the scenic Silver Lake.

The CDCC thanks the DFCU team for making wonderful arrangements for not

only Central Delaware Chamber of Commerce (CDCC) members but also Chamber of Commerce for Greater Milford as this mixer was in conjunction with our fellow chamber. That collaboration meant double the networking power, double the door prizes, and double the fun! Thank you to both organizations for making this event enjoyable! Guests savored the great food and

drinks by Skyline Catering Company

In our busy working lives, free time can be hard to come by, so the CDCC doesn't take it lightly that you took the time to spend your time with us to grow Central Delaware, build upon a strong community, and network with like-minded individuals. The mixer provided ample opportunities for attendees to network and collaborate. Business

cards were exchanged, partnerships were forged, and conversations flowed effortlessly as attendees discussed their businesses, shared insights, and explored potential collaborations. The event's relaxed atmosphere allowed for genuine connections to be made, strengthening the bonds within the Central Delaware business community.

Remember – CDCC Sunset Business

Mixers are a FREE member benefit and cover all employees within your company! Share the news and invite them to represent your company if you can't make it that night.

To register for August's special Mixer and Member 2 Member Expo, visit www.cdcc.net or call (302)734-7513 to get involved or showcase your business.

INSPIRATION AT SUNSET

Continued from Page 1

member of the month and be featured in a future Chamber Connections issue – what's not to love about free advertising!

Established in 1993 by visionary collector Sewell C. Biggs, The Biggs Museum of American Art, located in the heart of Dover, Delaware, is renowned for its extensive collection of American fine and decorative arts from the 1700s to the present. Exhibits are always rotating, engaging locals and visitors alike. Attendees will have the chance to explore the museum's exhibits and meet the staff of the museum. The venue itself adds an element of cultural enrichment to the evening, making it more than just a networking event but a celebration of American art and heritage. The CDCC is sure this location will be a wonderful

backdrop for dynamic dialogue.

The CDCC's Sunset Business Mixers are a cornerstone of our organization's mission to support and promote local businesses. These events provide a relaxed and informal environment where professionals can exchange ideas, share experiences, and build valuable connections. The July mixer at the Biggs Museum of American Art is particularly special, as it combines the arts with business, highlighting the diverse interests and talents within the Central Delaware community.

The event is free and open to CDCC member businesses and ALL of their employees. Company leadership – consider inviting your whole team to attend with you. To attend, please RSVP by visiting the CDCC's

website or contacting the chamber office directly. Remember – potential members are eligible to attend two mixers before requiring membership, so, current members, feel free to spread the word! (If a new member joins under your referral, you receive a \$50 credit towards your membership dues!)

For more information about attending this July 31st Sunset Business Mixer, please feel free to contact the Chamber at (302) 734-7513 or visit our website at www.cdcc.net to register. The Central Delaware Chamber of Commerce is excited to see you at the Biggs Museum of American Art!



CDCC ANNUAL REPORT 2023 - 24

MILITARY AFFAIRS



The Chamber submitted a nomination package to the Abilene Chamber of Commerce in Texas for the **2022 AMC Community Support Award (Abilene Award)**.

Colonel Chris McDonald, Commander of the 436th Airlift Wing, presented an overview of the **State of the Base** to over 200 attendees from the business community and base at the Landings on Dover Air Force Base in November 2023. He also shared stories of several Team Dover Airmen. His speech exemplified the value in connecting the civilian community with the servicemen and women at Dover AFB. Colonel Douglas Stouffer, 512th Airlift Wing Commander, U.S. Senators Thomas Carper and Christopher Coons, and U.S. Representative Lisa Blunt-Rochester also addressed the audience.

The **Military Affaire** was held in February 2024 at King Cole Farm for the purpose of interacting with the military leaders at the base. There were over 115 attendees at this networking reception.

The **Bluesuiters Golf Tournament** was held in May 2024. Civilians and Airmen were teamed up to play in the outing at Jonathans Landing for a little friendly competition. There were 120 golfers, including over 50 Airmen sponsored by CDCC Members. Volunteers hosted Snack and Beverage Stations on the course.



PARTNERSHIPS

- The CDCC and **Kent County Tourism (KCT)** jointly own their building at 435 N. DuPont Hwy, Dover. The Chamber works closely with KCT, whose mission is to market, develop and promote tourism in Kent County.
- The Chamber partners with **Kent Economic Partnership** and **Downtown Dover Partnership** for the purpose of countywide and citywide economic development, respectively, which includes business attraction.
- Kent County Open for Business, a series of free business development sessions, is held on the first Thursday of the month at **Kent County Levy Court**. Resource partners are available to meet with current and prospective business owners to discuss business solutions in the local area.
- The Chamber coordinates the **Association of Chambers of Commerce of Delaware** which focuses on issues affecting all Delaware businesses.
- An ongoing partnership exists with **Bally's Dover Casino Resort** to hold the 55+ Expo - a trade show for the over 55 population and caregivers. Participation and attendance continue to grow.
- An agreement with the **Retired and Senior Volunteer Program** has been invaluable to the Chamber and allows us to utilize the talents and abilities of a wonderful group of volunteers who are 55 and older.
- Media: **The Daily State News** features a column from the Chamber in its business section every Wednesday. Quarterly, the **Kent County Women's Journal** publishes a Chamber article. And **iHeartMedia** allows the Chamber to place 40-second weekly announcements on 1410 WDOV-AM, 92.9 TOM FM WRDX, and iHeartRadio.
- Partnerships with **Dover Federal Credit Union** and **Del-One Federal Credit Union** offer our members financial benefits.
- Two partnerships specifically benefit **Leadership Central Delaware Alumni**. **Leadership Delaware** will give a discount to Alumni who are accepted into their program. **Wilmington University** will give 3 college credits to all LCD Alumni.
- High Ground Solutions** partnered with the CDCC to launch a brand-new website and create an incredible communications strategy.

NETWORKING

The Chamber's most popular and well attended networking events are the **Sunset Business Mixers**. Two times a year (August and January) Member 2 Member Expos are held in conjunction with the mixer. These have provided our members with an opportunity to showcase their products/services. The January event was paired with the CDCC Showcase.



EDUCATION



The CDCC held a total of nine **Coffee Coaching** sessions via Zoom. This free informational program includes topics that apply to both large and small businesses and attendees leave with action steps to help improve their businesses.

The **Professional Power-Up** program was redesigned to be open to any CDCC member to learn more about topics pertinent to those new to their careers. The program is an educational tool for professionals to discuss workplace challenges and to build professional relationships. The group met in person every of other month and virtually on the opposite months.



LEADERSHIP DEVELOPMENT

Leadership Central Delaware, in its 23rd year, saw 28 individuals complete the program, bringing the total to 560 graduates. The LCD Alumni Association helps graduates stay connected while continuing to enhance their leadership skills.



The Class of 2024 completed three community service projects. They refurbished the Westside Family Healthcare Dover location "Book Nook," cleaned and cleared a storage shed for the Central Delaware Housing Collaborative, and spruced up a space for youth and their families at Pressley Ridge.

LEGISLATION

The Chamber tracked 36 Bills during the 2nd session of the 152nd General Assembly and took positions on 21.

Legislative Alerts and Legislative Calls to Action are sent to members to activate our grass roots network efforts and to, when needed, secure speakers for both the House and Senate.

The **Legislative Luncheon** was held in March 2024. There were about 212 business representatives in attendance at the event. It gave members the opportunity to hear directly from our area legislators on issues affecting their businesses.

SPECIAL EVENTS

Over 75 events and programs were coordinated in the past year by the CDCC Staff and CDCC Member Volunteers.



The **Holiday Gift Auction** was held in October at Maple Dale Country Club. Both the Live and Silent Auctions were held in person. The Auction enabled attendees to view and bid on over 125 quality gifts which showcased the goods & services provided by CDCC members. The goal is to promote shopping locally during the holiday season and all year long.



The **Home & Garden Expo** was held in February in the Exhibit Hall on the Delaware State Fairgrounds. Hundreds of attendees visited with 40 vendors from contractor and home repair to mortgage services and home decor. Educational seminars were hosted both days by event sponsors.



The **Chamber Mini Masters** was held in April at The Sorelle Dyke Ice Cream & Mini Golf. Teams of four had fun playing a round of competitive mini golf. Attendees had the chance to network and cheer each other on while enjoying delicious food and beverages. Awards were given to the Best Team, Overall Best Mini-Golfer, and the Best Dressed Team.



The **Awards for Excellence Celebration**, held in June at Bally's Dover Casino Resort, gave the CDCC the opportunity to acknowledge its many volunteers & partners, recognize our Excellence in Business Award nominees & announce the winners, hold a graduation ceremony for the Leadership Central Delaware (LCD) Class of 2024, announce the LCD Best in Class competition winner and give the State of the Chamber address.

Other events hosted during the year included: The Amazing Chase in September, the State of the Base Briefing in November, Capital Holiday Celebration & CDCC Holiday Party in December, Economic Forecast Breakfast & Capital Briefing Reception in January, **Military Affairs** in February, **Legislative Luncheon** in March, the **Leadership Central Delaware Invitational** & the **Chamber Mini Masters** in April, and **Bluesuiters Golf Tournament** in May.

MEMBERSHIP



The CDCC offers several opportunities for our members to increase their exposure. Among these are event sponsorships, volunteering, Member Orientations, Coffee Coaching, Sunset Business Mixers, Ribbon Cuttings, New Member Spotlight Articles, and the 5-Star Journey Map Program.

Benefits

CDCC Showcase

Held every year in January by the Marketing Committee in conjunction with the **Sunset Business Mixer** to acquire prospective and current members with the benefits of the organization.

Daily State News and Delaware Public Media advertising discounts, Staples purchases discount, Benefits Connection comprehensive insurance plan, LASIK Corporate Discount Program through Eye Specialists of Delaware, ability to join Dover Federal Credit Union and Del-One Federal Credit Union, Special Marketing Packages, discounts through the Club Card Savings Program, membership in the U.S. Chamber Federation Program, and copies of Delaware Today Magazine and The Business Report.

CDCC Journey Map to 5 Star Membership

Journey Maps serve as the catalyst to being an engaged CDCC member by combining each member's unique business needs and goals with benefits offered by the CDCC.

Members meet with a CDCC representative to identify their business needs & map out their 5 Star Journey. Next they complete their Action Steps and start seeing the impact on their business. Once completed, they are recognized as a 5 Star Member.

- What does a 5 Star Member get?
- *Official Pinning at a Sunset Business Mixer
- *Photo in the Chamber Connections
- *A gold listing in the Business Directory
- *A remarkable return on the investment of CDCC membership & it's benefits.

30

Total # of ribbon cuttings and groundbreaking to celebrate new businesses and expansion of existing businesses in 2023 -2024

102

new members

87%

retention rate

AWARDS

After the membership voted for the individuals who best exemplified Excellence in Business, awards were presented to the following at the Awards for Excellence Celebration:

Small Business of the Year

Bright Side Roofing



Large Employer of the Year

Del-One Federal Credit Union



Young Professional of the Year

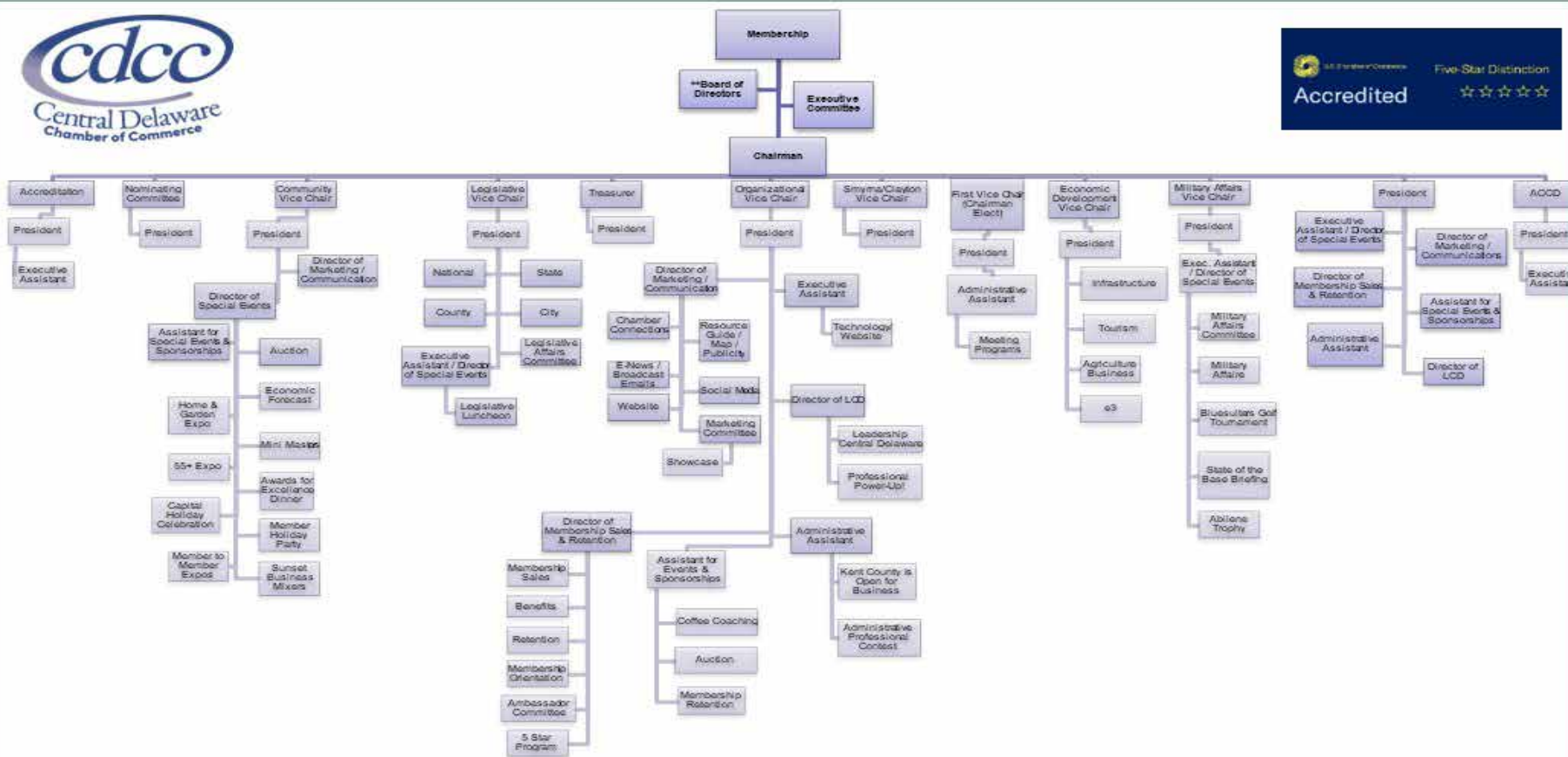
Allan Timlin
Roma Italian Restaurant



Awards presented at the Annual Dinner included:

- Outstanding Partnership Award: Secure Data Computer Solutions;
- Board Member of the Year: Nick Polcino of Bally's Dover Casino Resort;
- Volunteer of the Year: Heather Cregar of the Daily State News;
- Ambassador of the Year: Erlene George of Primerica.

CDCC ANNUAL REPORT 2023 - 24



CDCC Staff

Honorary Board Members:
 Dover Air Force Base
 Kent County Levy Court



Dina Vendetti, President
 Cristal Brennenman, Executive Assistant & Director of Special Events
 Jennifer Sutter, Director of Membership Sales & Retention
 Martha Lehman, Administrative Assistant
 Cindy Friese, Assistant for Special Events & Sponsorships

Working Partners:
 Kent County Tourism
 Kent Economic Partnership
 Downtown Dover Partnership

Revised: 7-16-24 cb

PROMOTIONAL OPPORTUNITIES

Sponsorship opportunities make it possible for more of our members to participate in events and to gain exposure.

Showcase Opportunities include tabletop displays at the Legislative Luncheon, Awards for Excellence Celebration, and two Member 2 Member Expos.

Sponsored programs include Leadership Central Delaware, Sunset Business Mixers, and Coffee Coaching.

The **CDCC Club Card Savings Program** is used to bring more customers directly to CDCC members' doors. Key cards are distributed to all members, who are then encouraged to shop the discounts offered by over 100 Chamber members. The program has been rewarding for both businesses and CDCC members. All discounts are easily accessible by clicking on the "Club Card Savings Program" on the CDCC website homepage.

The **Central Delaware Resource Guide** and **Dover/Kent County Map** are distributed to people interested in relocating to the area and to local residents looking for a quick reference guide or CDCC Membership Directory. These resources assist the individuals at Dover AFB, new college students, and new hires to our member businesses in becoming acclimated to Central Delaware. The Resource Guide is also available on the CDCC website. Both options are supported by advertising.

- Sponsored Events:**
- The Amazing Chase
 - CDCC Holiday Gift Auction
 - State of the Base Briefing
 - CDCC Holiday Party
 - Economic Forecast Breakfast
 - Capital Briefing Reception
 - Home & Garden Expo
 - Military Affairs
 - Legislative Luncheon
 - 55+ Expo
 - The Chamber Mini Masters
 - Bluesuiters Golf Tournament
 - Awards for Excellence Celebration

ANNUAL AWARD

Continued from Page 1

the program began. The atmosphere was filled with excitement and anticipation as guests eagerly appreciated the time to catch up with colleagues and awaited the announcement of the award winners. They enjoyed dinner accompanied by delightful live music from the Joe Baione trio.

As the formal program began, CDCC President, Dr. Dina Vendetti, took the stage to welcome everyone and highlight the importance of the event, followed by the address of CDCC Board Chair, Dana Wattay. The highlight of the night was the announcement of the award winners, each representing the pinnacle of excellence, voted solely by their fellow CDCC business members. Please join us in congratulating the following Excellence in Business Award Winners:

Small Business of the Year: Bright Side Roofing

Large Business of the Year: Del-One Federal Credit Union

Young Professional of the Year: Allan Timlin, Roma Italia Restaurant/Sul Tempo Cocktail Lounge

Outstanding Partner-

ship of the Year: David Greene, Secure Data Computer Solutions
 Volunteer of the Year: Heather Cregar, Daily State News
 Ambassador of the Year: Erlene George, Primerica
 Board Member of the Year: Nick Polcino, Bally's Dover Casino Resort
 Leadership Central Delaware (LCD) Best in Class: LCD Class of 2022

The special recognitions continued with the Leadership Central Delaware Class of 2024's Graduation.

The CDCC extends a big thank you so Bally's Dover Casino Resort for being accommodating hosts and Royal Prime Events staff for providing and serving a delicious meal.

This event would not be possible without supportive and generous sponsors! Thank you to Signature Sponsor: Merrill Lynch Connell & Associates.

Thank you to Dinner Winer Sponsor: Faw Casson.

Thank you Chairman Circle Sponsor: Del-One Federal Credit Union

Thank you, Patron Sponsors: Delaware Division of Small Business, High Ground Solutions, L&W Insurance.

The CDCC thanks Platinum Sponsors and Cornerstone Members: BIG Investment Services, Century Engineering – A Kleinfelder Company, Chesapeake Utilities Corporation, Daily State News, Dover Federal Credit Union, G. Fedale Roofing & Siding, Harrington Raceway & Casino, Kraft Heinz Company, PAM Rehabilitation Hospital of Dover, Pratt Insurance, and R&R Commercial Realty.

The Central Delaware Chamber of Commerce extends its heartfelt congratulations to all the winners and nominees. Your dedication, hard work, and commitment to excellence have not only earned you these well-deserved accolades but have also enriched our community. We are proud to celebrate your achievements and look forward to witnessing your continued success. Congratulations to all the award winners and nominees - your dedication and hard work continue to make Central Delaware the place to live, work, and play!

For more information about the CDCC's Awards for Excellence Celebration, visit www.cdcc.net or call (302)734-7513.



Allan Timlin, Roma Italian Restaurant. Sul Tempo Cocktail Lounge, 2024 Young Professional of the Year



Del-One Federal Credit Union, 2024 Large Employer of the Year



Bright Side Roofing, 2024 Small Business of the Year



Erlene George, PrimERICA, 2024 Ambassador of the Year



Heather Cregar, Daily State News, 2024 Volunteer of the Year



Nick Polcino, Bally's Dover Casino Resort, 2024 Board Member of the Year



LCD Class of 2024



David Greene, Secure Data Computer Solutions, 2024 Partnership of the Year



LEGISLATIVE UPDATE

“THE FINAL GAVEL” 2nd Session Of The 152nd General Assembly

AS OF: 18 July 2024

EXECUTIVE SUMMARY

“I am not doing this anymore.”

Sen. Eric Buckson

The Second Session of the 152nd General Assembly started with numerous bills left over from the 1st Session and the coming election cycle – which always adds more pressure to what became one of the most demanding and difficult Sessions in recent memory for the business and real estate/housing community.

To add to this “mush pit” of pressure, social issues, and the expectations from freshmen legislators to get their bills done, as well as a newly elected Speaker, were the time requirements for members of the public to testify during the committee hearing process.

As mentioned last year, and a hold-over from Covid, the Majority has held constant the time limits on speakers during committee. Even with the allotted 2 minutes, (and in some cases just 1 minute) this is not enough time to present technical or difficult arguments. And while the “hearing” remains open for written comments for an additional 24 hours, many agree the members never read the

submitted comments, and to make matters worse, they have already taken action on the bill. While Zoom offered seemingly more public access – it was still a difficult environment in which to have one’s voice heard since the ruling party seems to remain loyal to simply voting along party lines. The speed at which things happen in the building remains high. Once again, social and environmental issues took a prominent position in the debate. Some were left over from the 1st Session such as the “Death with Dignity” (doctor assisted suicide) Bill and numerous climate change bills. However, new for this year were bills related to wind power, environmental justice notification, and rent control for multi-family.

Overall, the Assembly worked on more adjustments to the marijuana legalization bill passed last year, a small adjustment to mandated family leave (FMLA), a bill to allow DNREC to increase virtually all their fees, the EARNs act becoming effective 1 July 2024, environmental “justice” notification legislation, a bill to allow individuals to self-identify as “pan-sexual,” final passage of the doctor assisted suicide

bill, passage of the natural organic reduction/human remains legislation, passage of a bill that will establish a government oversight board for all the state’s hospitals, passage and signature by the governor of the “permit to purchase” for all firearms, a new short-term rental tax, efforts by the Realtors to seek some relief from the 4% realty transfer tax, lead paint bills, mandatory Housing Choice Voucher (HCV) legislation, the failure of the escrow bill in the House, and numerous bills impacting both the multi-family and manufactured housing codes.

Of special significance this Session were the debates and actions around the hospital bill (HB 350) and one bill from the Corporate and Delaware Bar addressing changes to keep Delaware’s Chancery Court in its premier position as the national court of equity. For some in the business community, these two singular events continue to showcase Delaware’s move to the left, and away from what many had called “The Corporate Capital of the World.”

In the House and as example, HB350 was introduced in the House to address the rising, and from the Administration’s

point of view, extremely high health care costs for current and retired state employees. The bill creates a Governor appointed Oversight Board to review the financial and budgetary decisions of all hospitals, rehab and specialty care facilities in the state. Additionally, the legislation called for the claw-back of monies from the hospitals if the Oversight Board found they were making too much money, and it limited all their charges to 250% of Medicare. While the bill was amended to remove the rehabilitation and mental health facilities along with the two most onerous issues, the 250% and the claw-back provisions, the bill requires each hospital to submit their financials for review and acceptance by the government. To note – there was one state in the nation that did this, Vermont, and their Assembly just repealed this type of oversight board in early 2024.

Another example, and mentioned above, there were a series of socially focused bills to include HB275 that defines sexual orientation to include the words “asexuality” and “pansexuality” to the Delaware Code.

During the debate in the Senate on HB275, Sen. Buckson explained his rec-

ognition of individuals that do not recognize either the male or female gender and noted his support over the years of their efforts to seek some level of equality. However, when the issues and the complete inability of the advocates to explain exactly what “pansexual” means, and for those that claim this identity, where are the examples of systemic and widespread abuse or discrimination, all went unanswered. Buckson showed the frustration of many involved with the comment, “I am not doing this anymore.” At what point do we stop creating labels, or placing people in categories, but simply treat folks with fairness and respect. These and his other comments went unanswered. The bill passed along party-line votes and awaits the action of the Governor.

Both the House and Senate adjourned within 45 mins of each other with no real last-minute issues, given the overwhelming majority held by the Democrats in the Senate at 15 to 6 Republicans, and in the House of 26 to 15 Republicans. History was made in the Senate when, for the first time, a complete and whole agenda was published the day before June 30th - and

when it was complete, they adjourned around 9:15PM.

As to spending, early DEFAC numbers presented a revenue picture for the coming FY ’25 budget as a slow-down in growth. Yet, by the June DEFAC revenue estimate – Delaware was again looking at increased revenues, allowing for another banner year with near record-breaking Bond Bill of \$1.116 billion and a General Operating Budget of \$6.129 billion. And like last year, this Assembly passed a supplemental spending bill of \$168.3m that covered state retirees at \$51mm, a \$150,000 wetlands study in DNREC, as well as monies to fund the DHS for more police and staffing around the permit to purchase legislation.

The Assembly passed the Budget Bill SB 325 by the third week of June, followed by the Bond Bill HB475 the last week of Session – with Grant-in-Aid passing the House and Senate respectively on 30 June.

Here are the spending highlights from this year.

The FY’25 Budget is \$6.129 billion.

This year’s budget showed increases again in spending for virtually all agencies and employees,

to include OEC raises for teachers. The Assembly increased monies in the Budget Stabilization Fund (budget smoothing), and numerous one-times in the Supplemental SB326 bill. This year the JFC moved many spending categories once in the budget to Grants-in-Aid, boosting that spending bill to \$98.4million. Budget growth was 9% from last year.

A breakdown of spending for the last number of years as compared to the new FY2025 budget is as follows:

The growth in Delaware's budget is unmatched in recent memory. Spending is growing faster than is prudent, with inflation becoming the "hidden tax" on virtually all services and products the state consumes. The Assembly is becoming more progressive, which will mostly likely drive more programming/spending, that means the potential when an economic slowdown occurs.... more taxes.

Delaware's revenue picture remained strong for FY'25. However, inflation also remains high around 6-7%, and many

of the persistent issues that have long plagued Delaware as to an aging population, in-migration of retirees, a lack of diversified production-based economy, help-wanted signs, all continue to show Delaware's economic base may not keep pace with its spending. There were NO tax cuts (again) for any segment of businesses or Delaware's citizens.

However, the open-ended question remains – Who is going to pay for all this stuff?

Respectfully Submitted;
C.S.KIDNER
ASSOCIATES/CAPITOL STRATEGIES
C. Scott Kidner

REVIEW OF LEGISLATION

BUSINESS ISSUES SENATE

SS#1 to SB147 w/SA#1 Sen Sturgeon and Rep Osienki – Computer Related Offenses OPPOSED

Introduce early in the Session, and undergoing some revisions, the bill creates a narrow exception to the computer crimes statutes by allowing employees to gain access to information in the attempt to pursue or report claims of employment law violations. Opposed by the Chambers and other business organizations, it was debated in the Senate, passing with only 12 votes yes. Assigned to the House Judiciary Committee where it failed to get a hearing. No Further Action Taken.

SB229 Sen Sturgeon and Rep Williams – Employees Right to Inspect Files OPPOSED

This will require the employer to grant the right to inspect former and current employees access to the employee's personnel records that exist at the time of the request. Again, opposed by the business community, the bill was assigned to the Senate Labor Committee and did not receive a hearing. No Further Action Taken.

SB233 w/SA#1 Sen Walsh and Rep Osienki – Service Worker Protection Act OPPOSED

This Act establishes employment protections for certain service employees during changes of ownership by requiring all of the following: 1. Notice to affected service employees at covered locations at least 15 days before a service contract is terminated, services are contracted out, or the property where they are employed is sold or transferred. This notice must state the event trigger-

about the new awardee, purchaser, or transferee, and the service employee's rights under this Act. 2. The successor employer must retain all affected service employees at a covered location for a 90-day transition period. The bill will encumber new owners of having to employees they do not want to keep and interferes with employment at will. However, it passed along party-line votes in both Chambers before June 30th. Awaiting Governor's Action.

SS#1 to SB248 Sen McBride and Rep Heffernan – FMAL Insurance Program NEUTRAL

This Act clarifies for purposes of the Family and Medical Leave Insurance Program, where an employee is leased by an employee leasing company or a professional employment organization, "employer" refers to the employer client of the employee leasing company or professional employment organization, and not to the employee leasing company or professional employment organization. SS#1 omits language concerning whether individuals covered by certain collective bargaining agreements are "employees" for purposes of the Program. Signed 30 June 2024

SB256 w/SA#1 Sen Gay and Rep Griffith – Consumer Protection OPPOSED

Concerns were raised by the insurance, manufactured housing, and business community relating to DOJ's expansion of the consumer fraud statute by allowing the AG to collect unspecified damages from and freeze the assets of any person who violates this chapter, whether the violation was inadvertent or unintentional. Based upon significant feedback, the amendment clar-

and Desist Order process by requiring that, when the Director of the Division of Consumer Protection, or the Director's designee issues a cease and desist order pursuant to § 2525(c) of Title 29, the order must include findings of fact and conclusions of law sufficient to put the respondent on notice of the reasons for issuance of the order. The bill eventually passed the House on 26 June. Awaiting Governor's Action.

SB263 Sen Paradee and Rep Phillips – Solid Waste Recycling OPPOSED

This Act limits the use of plastic and other beverage container rings, as well as plastic shrink wraps and plastic tops used to connect beverages, by expanding the definitions of "beverage" and "beverage container" and prohibiting beverages from being sold in containers connected to each other with plastic, ring, or ring-like connectors. Juice boxes and other aseptic containers are not defined as beverage containers and are not included in the ban. By prohibiting the use of rings or plastic connectors to package or connect beverage containers, this Act reduces waste and furthers the State's sustainability goals. Reaction was fairly swift and expected from the beer producers, food processors, and manufacturers and the bill did not get a hearing. No Further Action Taken.

SB266 Sen Mantzavinos and Rep Bush – Unclaimed Property NEUTRAL

It deals with clarifying the process and roles of the Attorney General, State Escheator, and Secretary of State in actions under the Delaware False Claims and Reporting Act (DFCRA) for failure to comply with reporting requirements of

FY2017 - 8 years ago	
General Operating Budget	\$4.084 billion
Bond/Capital Improvement Bill	\$501 million
Grant-in-Aid	\$45.9 million
FY2018 - 7 years ago	
General Operating Budget	\$4.11 billion
Bond/Capital Improvement Bill	\$590 million
Grant-in-Aid	\$37.2 million
FY2019 - 6 years ago	
General Operating Budget	\$4.27 billion
Bond/Capital Improvement Bill	\$816 million
Grant-in-Aid	\$52.1 million
FY2020 – 5 years ago	
General Operating Budget	\$4.57billion
Bond/Capital Improvement Bill	\$863million
Grant-in-Aid	\$55million
FY2021 – 4 years ago	
General Operating Budget	\$4.525billion
Bond/Capital Improvement Bill	\$707 million
Grant-in-Aid	\$54.4 million
FY2022-3 years ago	
General Operating Budget	\$4.771 billion
Bond/Capital Improvement Bill	\$1.350 billion
Grant-in-Aid	\$63.2 million
FY2023-2 years ago	
General Operating Budget	\$5.09 billion
Bond/Capital Improvement Bill	\$1.40 billion
Grants-in-Aid	\$69.4 million
FY2024- last year	
General Operating Budget	\$5.606 billion
Supplemental/One-times	\$ 194 million
Bond/Capital Improvement Bill	\$1.409 billion
Grants-in-Aid	\$ 70 million
FY2025	
General Operating Budget	\$6.129 billion
Supplemental/One-time Expenditures	\$ 168 million
Bond/Capital Improvement Bill	\$1.116 billion
Grants-in-Aid	\$ 98 million

Property Law (UPL). The government, through the Attorney General, may bring such an action after a 120-day period during which the State Escheator may initiate an examination or within the 120-day period, with the State Escheator's consent. In addition, it clarifies how a whistleblower may submit information regarding a violation of the reporting requirements of the UPL and defines what payment a whistleblower may receive, in the event the State receives payment as a result of the whistleblower's information.

Easily passing the House by 6 June.
Awaiting Governor's Action.

SB324 Sen Walsh and Rep Osienski – Wage and Hour Enforcement Practices
OPPOSED

Introduced late in the Session on June 11 and from the DOL seeking to add and modify current statute addressing the ability of the DOL to seek prosecution of employers who violate the provision contained within wage and hour enforcement. Opposed by the CDCC, along with DCA and ABC, the bill sponsors asked the Dept of Labor to address the questions brought forward at committee before the bill would be considered for release. DOL pledged they would work with interested parties sometime during the off-Session.

No Further Action Taken.

HOUSE

HS#1 To HB17 w/HA#1, #2 Rep Morrison and Sen Pinkey – Employee Sick Time and Safety Leave
OPPOSED

This Act requires all employers in the State to provide employees with a minimum of 1 hour of earned sick time and safety leave for every 30 hours worked. For employers of fewer than 10 employees, the time may be unpaid, job-protected time instead of paid time. Accrued earned sick time

and safety leave may be used by the employee for time off with pay at the employee's same wage and benefit rate to deal with the mental and physical health needs of either the employee or an employee's family member and other specified purposes. Earned sick time and safety leave may also be used to address the consequences of domestic violence for such things as meeting with lawyers, obtaining services from victim service organizations, temporary relocation and the like. Employers may cap the number of hours earned per year at 40 hours, the carryover from one year to the next at 40 hours, and the maximum earned sick and safety leave an employee has access to at any one time at 40 hours.

Opposed by the Chambers and small business community and assigned to the House Appropriation Committee because of a fiscal note (FN) given the bill applies to state workers as well as private employers, other than those with a collective bargaining agreement (HA#1), the bill did not get a hearing.
No Further Action Taken.

HS#2 to HB168 w/HA#1 Rep Williams and Sen Mantzavinos – Short-term Lodging Tax
NEUTRAL

With two earlier versions introduced last Session and this Session amending Titles 9 and Title 30 – and supported by the Hotel and Lodging Assoc., it creates a new 4.5% rental tax for short-term rentals (VRBO/ARBNB) of no more than 31 consecutive days and adds a new rental license fee of \$25 a year for short-term listing services. Strongly opposed by DAR, HS#2 was introduced and changes the definition of terms and duties of those that collect the taxes. HS#2 also changes how the revenue will be disbursed, actually decreased the tax from 8% to 4.5%, and adds a number of municipalities that are part of the Sussex County

Convention and Visitors Bureau, and updates various effective dates. HA#1 increases to a 3/5th vote because it levies a new tax. Introduced on 24 June, the bill passed the House mostly along party-line vote, and then the Senate on 26 June along straight party line vote.
Awaiting Governor's Action.

HB297 w/HA#1 Rep Shupe and Sen Wilson – Construction and Acceptance of New Roads
NEUTRAL

The bill, given rapidly increasing costs of materials and labor, combined with the frequency in which developers have gone out of business or otherwise been unable to complete work required within developments, it increases the funding required to be secured by a developer to ensure the developer fulfills the developer's obligations to construct and complete improvements within a subdivision. Concerns from the home building community created HA#1 that says the roads must be dedicated to the state upon completion and does all of the following:

Clarifies that the road or street is intended to be dedicated to this State for public use. (2) Increases the bond, certified check, letter of credit, or other form of security acceptable to the Department that is required to be posted to 150% and limits that bond, certified check, letter of credit, or other form of security acceptable to the Department to the costs associated with applying top coat to a road or street. (3) Requires the bond, certified check, letter of credit, or other form of security acceptable to the Department to be reassessed and reposted by the developer if top-coat is not underway 7 years from the date the security is posted with the Department, and then requires the same reassessment and reposting every 5 years until the developer complies with the written agreement entered into

under this Act. (4) Requires the Department, on dedication of the right-of-way to the public use and satisfactory completion of the road or street construction, to release to the developer the bond. It eventually passed the Senate on June 30th.
Awaiting Governor's Action.

HS#1 to HB316 w/DA#1 Rep Romer and Sen Townsend – Deep Fakes In Elections
NEUTRAL

Focused on the use by organizations, individuals, others to influence elections, this bill seeks to create a new election crime and as well as hold the ISP and technology companies liable for putting forward, or allowing "deep fake" content on their platforms. Initially opposed by the internet companies and other platforms, an amendment made clear media broadcasters that have received a representation the material is true by the content provider, cannot be held liable. Eventually passing the Senate with SA#1 – the bill was finished before the end of Session.
Awaiting Governor's Action.

HB333 w/HA#1, SA#1 Rep Griffith and Sen Hansen – Artificial Intelligence Commission
NEUTRAL

This Act creates the Delaware Artificial Intelligence ("AI") Commission. This Commission shall be tasked with making recommendations to the General Assembly and Department of Technology and Information on AI utilization and safety within the State of Delaware. The Commission shall additionally conduct an inventory of all Generative AI usage within Delaware's executive, legislative, and judicial agencies and identify high risk areas for the implementation of Generative AI. The Commission will terminate 10 years from enactment unless extended by the General Assembly. Signed by Governor 17 June 2024

HS#1 to HB427 Rep Morrison and Sen Huxtable – Home Construction Contractors
OPPOSED

The act sets new requirements for home improvement contractors as to the quality of work, ability of the consumer to break the contract, limiting contract deposits, material deposits, and period when construction must begin. Overarching and getting into specific details on private contracts, the bill was heard in committee in June but was not released.
No Further Action Taken.

HS#1 to HB434 Rep Collins and Sen Walsh – DNREC Public Hearings
SUPPORT

This substitute bill requires the Secretary of DNREC to follow certain procedures when conducting public hearings, while giving discretion to the Secretary in choosing which hearings the procedures apply to. The bill becomes effective August 1, 2024. Supported by many different trade organizations, and with the creation of the substitute, the bill easily passed both Chambers.
Awaiting Governor's Action.

HB440 Rep Phillips and Sen Hoffner – Homeless Bill of Rights in Employment
OPPOSED

Like the previous HB439 that placed "housing status" within various portions of the code on protected classes, this adds "housing status" to the employment section such that employers cannot discriminate against and individual solely because of their housing status. With little opposition from the general business community the bill passed with bi-partisan support.
Awaiting Governor's Action.

HB453 Rep Lynn – Backflow Prevents and Plumbing Code
SUPPORT

Introduced late in the Session the 2/3 bill would prevent the local governments

from implementing or enforcing any code or regulation that requires the use of backflow preventors on residential and low hazard commercial buildings. Knowing the bill would most likely be opposed by the munis and other water providers, the sponsor none-the-less brought the bill to the floor on June 30th, and because it needed 26 votes, it was defeated gaining only 23 yes votes.
Defeated

ISSUES FOR JANUARY 2025

Delaware's revenue picture looks less robust for 2025, with inflation remaining and tax revenues slowing. The employment picture remains a mixed bag of lower claims, but "Help Wanted" signs indicating employers are still having trouble finding employees. With no tax cuts offered, and the loss of the final Covid federal dollars washing through the system, it remains unclear how this impacts our state's economy in the coming months.

Returning legislation for next year will include these and other bills that impact the business community: Transfer Tax Reduction; Rent Control; Multi-Vendor Sports Book/Fan Dule/Draft Kings; Employer Sick and Safety Leave; Changes to the Homeless Bill of Rights; Potential Additional Lead Paint Testing/Inspection Requirements for Multi-family Housing; Mandatory State-level Apartment Registry; State-level Wetlands Protection; Environmental Justice legislation; Issues around Climate Change, and; Implementation of FMLA by regulation.



The Central Delaware Chamber of Commerce (CDCC) was thrilled to launch our newly redesigned website on July 8th! This upgrade marks a significant step forward in the Chamber's mission to support and promote local businesses while fostering

a thriving community in today's media landscape.

Our new website created by High Ground Solutions with the user experience in mind, offers a clean, modern design with enhanced navigation, making it easier for members, potential members, and visitors to find the information they

need. Key features of the site include a comprehensive member directory, a clear events calendar, and responsive mobile device interface.

Key website features include but are not limited to an Enhanced Member Portal: The member portal has been redesigned to

NEW WEBSITE USHERS IN A NEW ERA OF THE CDCC!

offer a more seamless experience. Members can now easily update their profiles, register for events, and access resources with just a few clicks. We invite you to explore for yourself!

Aside from the logical and consistent functionality of the website on all devices, members and the public will enjoy the overall coherent branding and aesthetic. The CDCC is excited to continue to incorporate CDCC photos and visuals that feature our members in the best

light and exemplify the talented, vibrant, and diverse Central Delaware business community.

The CDCC is so excited to see how our website will further our mission "to be THE essential resource for the development of business throughout Central Delaware." For more information about the CDCC and its initiatives, please visit www.cdcc.net or contact the Chamber office at (302) 734-7513. Feedback is welcome as the Chamber strives to

continuously improve its offerings. The CDCC thoroughly thanks Javier Santana and his team at High Ground Solutions for their hard work and recognition of the CDCC's vision and ability to bring it to fruition. Please join the CDCC in celebrating this new bridge to connect the community!

Member of the Month



NAME: Ron Cox
TITLE: Owner
BUSINESS: New Image, Inc.

WEBSITE: kevinjones.dcpromosite.com
PHONE: 302 740-9507
EMAIL: kjones@americanbus.com

Tell us a little about your business/organization: how did it begin; what are your services/products, etc.

Nancy Quade and I purchased new Image in 1986. We grew our business from its beginning as a small screen printing business in a garage into a full service advertising specialty corporation. "Your Image is Our Business" – we put your name, logo, or slogan on anything!

Tell us about your role in the business/ organization.
My role in the Company is

to manage screen printing operations. We print garments for corporations, festivals, special events, fitness centers, family reunions, sports teams, schools and churches. My favorite part of the job is to create logos and shirt designs.

Tell us something that makes your business/organization unique.

We care. More than simple business transactions, we have developed long lasting relationships with our customers. It's not unusual

for our customers to bring their pets to visit us, or to share pictures of the kids and grandchildren.

What do you see for the future of your business/ organization?

I was forced to retire last year because of health issues. My partner, Nancy, saw how much fun I was having and she decided to retire in June of this year. We have entrusting our customers to Kevin Jones at American Solutions for Business, a leading provider of printing, logo apparel, promotional products, office supplies, marketing

solutions and much more. Kevin Jones kjones@americanbus.com (302-740-9507) will personally manage the needs of our customers. Kevin has decades of experience in our industry. He is local, a member of CDCC, and we are confident that he will continue to provide the quality service that you expect from New Image.

How has the Chamber helped your business/organization grow?

We moved our business to Dover in 2014. CDCC was instrumental in introducing us to new customers in

Kent County. We are both 5-Star Members. Nancy and I are also graduates of the Leadership of Central Delaware program - Nancy (2017) and Ron (2019- Best Class Ever!). It was a great experience for both of us. We fostered great friendships, and improved our personal and professional lives.

What is your best advice to other businesses/organizations?

During the prolonged business recession/depression from 2008 to 2013, keeping the doors open at New Image was challenging. We

hung a banner in front of our building that read: WE HAVE DECIDED NOT TO PARTICIPATE IN THIS RECESSION. JOIN US. In business, it's all about YOUR attitude. Relationships are more important than a single transaction. There's plenty of business for everyone.

New Image
INCORPORATED

Ribbon Cuttings

CDCC joins Smyrna Nutrition for a Ribbon Cutting!



DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Smyrna Nutrition, on Wednesday, June 19th, at 12pm. The event was held at 220 E. Glenwood Ave., in Smyrna. Chamber members and friends joined owner, Mari Graden, and her team to celebrate their 4th Anniversary!

Smyrna Nutrition, an official Herbalife Club, is dedicated to fostering a healthier community by offering a wide range of nutritious products and personalized wellness solutions. Over the past four years, Smyrna Nutrition has become a staple in the Smyrna community, known for its commitment to quality and customer satisfaction. The team at Smyrna Nutrition prides itself on providing top-notch customer service and a welcoming environment for all visitors.

Smyrna Nutrition is a premier provider of health

and wellness products in Smyrna, DE. Offering a wide range of nutritious shakes, teas, and supplements, Smyrna Nutrition is dedicated to helping individuals lead healthier, more active lives. Smyrna Nutrition is sure to have a flavor to suit anyone's tastes and keep you coming back to try the newest shake or tea flavor of the week. Shake flavors include, but are not limited to, Oreo, Cannoli, Key Lime Pie, Bahama Breeze, Peanut Butter Pie, S'mores, and more.

Not in the mood for a meal replacement shake? Stay hydrated with a Lifted Tea in flavors such as Berry Pina Colada, Gummy Bear, Tropical, Raspberry, Mango, and more. If you're in need of a boost, customers can add immunity essentials, extra protein, probiotics, fiber and aloe to increase their customized drinks' nutritional power.

Aside from getting your new favorite healthy drink, Smyrna Nutrition

is a community dedicated to health and wellness by holding classes and events such as "Cardio Drumming," and "Shake & Paint." With a focus on quality and customer service, Smyrna Nutrition has become a beloved part of the community since 2020.

Graden is excited to continue helping the community reach their health and wellness goals with delicious and healthy drinks and snacks, paired with a strong sense of support and camaraderie. Whether you are looking to boost your energy, improve your nutrition, or achieve your fitness goals, Smyrna Nutrition has you covered.

For further information about Smyrna Nutrition, please visit www.smyrna-nutrition.com or call (302) 897-7839. Please join the Central Delaware Chamber of Commerce in congratulating Mari Graden and the Smyrna Nutrition team on their 4-year anniversary!

CDCC joins Pierce Fence Company, Inc. for a Ribbon Cutting!



DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Pierce Fence Company, Inc., on Friday, June 28th, at 11:30am. The event was held at 5751 N Dupont Hwy. in Smyrna, Delaware. Chamber members and friends joined President, Karen Pierce, and her team to celebrate their 55th Anniversary and expansion!

Pierce Fence is proud to celebrate 55 years of tradition by delivering competitive fencing solutions to the Central Delaware community and beyond. Pierce Fence has many items in stock and offers a wide range of fence options from vinyl, aluminum, chain link and split rail. They will happily install fences for residential and/or commercial needs, but also will sell their high-quality materials to people that like a challenge and want to install their fencing solutions themselves. Their team also offers repair services on fences they have installed over the years. Pierce Fence is known for their unwavering commitment and trusted expertise in

protecting what matters most to their clients.

"It all started in 1969 when my grandfather decided he wanted to run his own business. He purchased a small lot on Dupont Hwy and Pierce Fence was established. He saw a need for fence installation in Delaware as he was living in Clayton. Being in Central Delaware made the most sense to be able to service all three counties easily, going in either direction south or north," explained Karen Pierce.

In addition to celebrating the incredible milestone of 55 years of business, Pierce Fence Company is proud to share their growth and expansion. In January 2024 the company purchased a total of six additional acres of land adjacent to their location for additional office space and manufacturing buildings.

"This is a momentous occasion that marks our dedication to providing quality fencing solutions to our customers for over five decades. The expansion of our location signifies our commitment to meeting the increasing demand for our services and further establishing our presence

in the community. This event not only celebrates our success but also highlights our company's vision, values, and the hard work of everyone involved in making this achievement possible," continued Pierce.

The Pierce Fence Company is proud to give back to their local community by continuing to support and sponsor local Little Leagues, the local Rotary Club, by hosting Pet Food Drives at their location, and more. "Our Pet Drive allowed us to donate over 100lbs of food, litter, and pet toys to our local animal shelter. We plan to continue that for years to come. We are always looking for new ways to give back to the community

that has shown us tremendous support over the last 55 years," concluded Pierce.

For further information about Pierce Fence Company, Inc., please visit www.piercefence.com or call (302) 674-1996 (Kent County) or (302) 703-9141 (Sussex County). Please join the Central Delaware Chamber of Commerce in congratulating President, Karen Pierce, and the Pierce Fence Company, Inc.

Ribbon Cuttings

CDCC joins Sha Scrubz & Apparel for a Ribbon Cutting!



DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Sha Scrubz & Apparel, on Saturday, June 29th at 12pm. The event was held at 32 W. Lookerman St. in Downtown Dover. Chamber members and friends joined CEO, Jewell Gale-Brooks, and her team to celebrate the Grand Opening of their new business!

Sha Scrubz and Apparel was thrilled to officially open its new store in the heart of Downtown Dover. Specializing in stylish and comfortable scrubs and professional apparel, Sha Scrubz and Apparel aims to provide high-quality, affordable options for healthcare professionals and service industry workers. Sha Scrubz and Apparel was founded by Gale-Brooks with a passion for supporting those who dedicate their lives to helping others. Their tagline “Stay Stylish, Stay Comfy,” speaks of the brands’ goals for all their customers. In

addition to stylish, professional pieces, Sha Scrubz also offers fashionable accessories, like headbands, socks, and identification tags, to take your style to the next level!

In walking distance to Bayhealth Medical Center – Kent Campus, Sha Scrubz provide essential attire for medical professionals to be able to feel and look their best as they care for the community. The healthcare sector in Delaware is a major employer and as a critical component of the state’s economy and public health infrastructure. Therefore, many professionals need and want the merchandise that Sha Scrubz retails. Scrubs for medical professionals are more than just clothing, they are designed for skin barrier protection, easy sanitization, durability, affordability, ease of movement, uniformity, and professionalism that patients trust. The Sha Scrubz team is excited to support the extended Central Delaware medical professional

workforce by offering work attire in one of a kind styles that they will feel excited and proud to wear.

Brooks is excited to be able to offer more than just apparel. “First, I’d like to express my heartfelt gratitude to my husband, son, and daughter who were very instrumental in bringing this vision to life. Sha Scrubz is more than just a retail event space, it is community help where workers in the medical field can come together, share ideas, and inspire one another,” shared Brooks.

For further information about Sha Scrubz, please visit www.shascrubz.com, call 484-557-0455, or email shop-scrubz@yahoo.com. Please join the Central Delaware Chamber of Commerce in congratulating CEO, Jewell Gale-Brooks and the Sha Scrubz team on the Grand Opening of their business!

CDCC joins Shore Smoke Seasonings for a Ribbon Cutting!



DOVER – The Central Delaware Chamber of Commerce (CDCC) hosted a Ribbon Cutting Ceremony for Shore Smoke Seasonings, on Wednesday, July 10th, at 12pm. The event was held at the CDCC office located at 435 N. Dupont Highway in Dover. Chamber members and friends joined owners Ryan & Nicole Stevenson, and Sales Director, Paul Siebert, to celebrate the Grand Opening of their business, Shore Smoke Seasonings!

“Shore Smoke Seasonings exists to bring friends and families together one meal at a time,” that is the company’s slogan which proves itself by making your meals matter with the people you cherish the most. The team behind Shore Smoke Seasonings believes good food with family and friends is the best medicine and that cooking is a great way to express oneself. They pride themselves on their customer service and giving back to the local community. Stationed primarily in Millsboro, Delaware, the Stevensons are excited to branch out to the Central Delaware community and region.

One of the standout features of Shore Smoke Seasonings is the versatility of their blends. These seasonings are not limited to a

single type of cuisine or cooking method. They can be used to spice up a variety of dishes, from meats and vegetables to soups and salads. This versatility makes them a staple in any kitchen, encouraging home cooks and professional chefs alike to experiment and get creative with their recipes. Their seasonings are designed to enhance the experience of sharing a meal with loved ones. Their blends have been known to inspire and empower cooks of all experience levels. Whether it’s a casual backyard barbecue or a festive holiday feast, Shore Smoke Seasonings helps to create memorable moments around the table.

Customers can enjoy non-msg, non-GMO, gluten-free, sugar-free, nut-free, and low sodium options of their products to fit any diet and palate. No matter which seasoning you decide to try, Shore Smoke is sure you will be excited to taste the exciting dishes you can make for you and your loved ones.

Their seasonings can be found in prominent retail chains such as Ace Hardware, Piggly Wiggly, and Food Lion stores throughout Delaware and Maryland. Shore Smoke can be found at many state-wide and regional events

as well, such as their Delaware Seafood Festival (August 10th, 2024). For more information and tickets for this highly anticipated event, visit www.delawareseafood-festival.com.

“We are heavily involved all over the state. We do our best to spread our events out all over the state to try and help all small businesses be a part of them. We have donated or sponsored over sixty-five events over the last two years. This includes donating items and sponsoring Dover Air Force Base Airmen for the Central Delaware Chamber of Commerce’s recent Bluesuiters Golf Tournament. We look forward to participating in more events in the future,” shared Stevenson.

For further information about Shore Smoke Seasonings, please visit <https://www.shoresmoke-seasonings.com> or call (302) 943-4675. Please join the Central Delaware Chamber of Commerce in congratulating owners, Ryan & Nicole Stevenson, and Paul Siebert, Sales Director, on the Grand Opening of Shore Smoke Seasonings and their expansion into the Central Delaware community!

New Member Spotlights

Introducing, Good Company Handyman, LLC!

The Central Delaware Chamber of Commerce (CDCC) is delighted to formally welcome Good Company Handyman, LLC, to our community of thriving businesses. Specializing in providing reliable and high-quality handyman services, Good Company Handyman, LLC is poised to become a trusted company for local homeowners and businesses.

Good Company Handyman and Contracting Services is a veteran-owned and woman-owned business specializing in a comprehensive range of home improvement services. From general

home repairs to bathroom remodels and tackling those “honey-do” lists, they offer a suite of services tailored to meet the diverse needs of homeowners. “We pride ourselves on delivering top-notch craftsmanship and exceptional customer service. Whether it’s fixing a leaky faucet or transforming a dated bathroom into a modern oasis, we’re committed to exceeding expectations and turning houses into homes,” shared co-owner and main technician, Paul Bryant.

Bryant is new to Dover after relocating just a few years ago. “I spent some

time in the Air Force but have many years of experience doing handyman work. I made the decision to formalize my services and start the business full time, enlisting my spouse who is a brilliant handy(wo)man. When not working, I can be found spending time with my family, enjoying time with my young son and daughter,” he continued.

To learn more about Good Company Handyman, LLC and their services, connect with them on social media platforms like Facebook or Instagram (@GoodCompanyDE). Their pages are filled with valuable insights,

updates, and before-and-after shots of completed projects, giving a glimpse into the quality of their workmanship. Visit their contact page which features a convenient project inquiry form where you can upload photos and provide details about your project and receive a quote.

Good Company Handyman, LLC was motivated to become a CDCC member because as Bryant shared, “we believe in the power of community and the benefits of networking with other local businesses. As a veteran-owned, woman-owned business, we understand the importance of

supporting fellow entrepreneurs and the various businesses they represent. Being part of the Chamber allows us to access resources and networking events and support other small businesses like ours.” This company is excited to be engaged and make valuable connections with other businesses to share ideas and collaborate on initiatives that benefit the local economy.

For more information about Good Company Handyman, LLC, please visit www.goodcompanyde.com or call (302)703-9080. Please join us in welcoming, Paul Bryant of Good Company



Handyman, LLC, and his team into membership!

Introducing Lindsay Dougherty State Farm Agent

The Central Delaware Chamber of Commerce (CDCC) is delighted to welcome Lindsay Dougherty - State Farm Insurance Agent as a new member. With a commitment to providing personalized and comprehensive insurance solutions, Lindsay Dougherty brings a wealth of expertise and a passion for helping the community secure their future.

Lindsay Dougherty is not just an insurance agent; she is a dedicated professional with a genuine interest in the well-being of her clients.

She is a 2nd generation State Farm Agent following her mom, Kathy West, who just retired after 31 years in the industry. With State Farm’s extensive range of products, Lindsay is well-equipped to address the diverse needs of individuals, families, and businesses in the Central Delaware area. “I enjoy educating my customers on the importance of having the right coverage in place and making sure that they understand and are confident with the coverage that they have,” stated Dougherty.

Dougherty is a proud lifelong Central Delawarean who graduated from Caesar Rodney High School and Wesley College in Dover. This avid animal lover is happy to continue to serve the community she is very familiar with. Dougherty offers a wide array of insurance products, including auto, home, life, health, and business insurance. Whether you are looking to protect your family, your assets, or your business, Dougherty is dedicated to finding the right policies to suit your requirements. Her

goal is to help clients navigate the complexities of insurance, providing clarity and peace of mind. For all your insurance needs, reach out to Lindsay Dougherty - State Farm Insurance Agent. She is ready to assist you with expert advice and personalized service.

The CDCC is proud to have Lindsay Dougherty - State Farm Insurance Agent as a new member and looks forward to seeing the positive impact she will have on our community. She is excited to be more accessible to the Central Delaware

community by joining this well-established and trusted organization with a powerful reputation for connecting local businesses for the strength of the overall business community.

Lindsay Dougherty’s State Farm office is located at 1 S. Independence Blvd. in Dover, Delaware 19904. For more information about her agency, please visit www.insurewithlindsay.com or call (302)734-8268. Please join the CDCC in welcoming Lindsay Dougherty and



her team at State Farm into membership!

New Member Spotlights

Introducing, Boujee Babes

Pamper your pride and joy with the help of co-parents and entrepreneurs, Ashley Burns & Erin Capasso, of Boujee Babes! Boujee Babes is a new local small business that offers a wide range of exciting services like kid's spa parties, tea parties, and sip and paint parties. This dynamic duo handles everything from setting up to hosting the party, and we even cleanup. Boujee Babes features a delightful mocktail bar with a mixologist, offering mocktails topped with candy, edible bubbles, and smoke! Additionally, they organize enjoyable and affordable family events, such as Mommy & Me spa days, Mom & Son Dances, and Daddy-Daughter Dances.

Boujee Babes has a variety of packages that are customizable for any child and their wants and needs. Rest assured that Boujee Babes is licensed, experienced, and insured. Erin Capasso, owner, brings the experience of previously owning an adult day spa to her business of Boujee Babes. Capasso took complaints of limited birthday party options in the area into her own hands to offer an unforgettable service little ones will remember forever. Capasso received direct inspiration from bringing the idea to her husband from the quality time she spends with her own children. "I do this with the girls at home already, why not see if other people would like it?" she thought.

"One of the main reasons that I wanted to start 'Boujee Babes' was for children like my 4-year-old, Sophia. Sophia is the child who freezes up in a crowd of people but thrives in a small group of her close friends, she will cringe at the thought of a sheet mask facial but loves the feel of an ice roller with cucumbers in it. When Sophia goes to a birthday party, the loud and overstimulating surroundings are too much for her to handle, but every child deserves a party," shared Capasso.

She spent every spare moment she had formulating her business plan before sharing it with her husband, and long-time friend, and now business partner, Ashley Burns, who quickly

jumped on and helped her round out the rough edges of her ideas. "Being mothers, we are always on the lookout for fun events and activities that we can enjoy with our families. We also take pleasure in organizing our own parties and neighborhood get-togethers. One thing that I can say about myself is that I'm very dedicated and caring. I always try to make people feel special. I'm thrilled to meet each and every one of you, and I can't wait to host your little one's next party!" shared Burns.

"Knowing that CDCC is the best in Delaware, I knew this was the chamber we wanted to be a part of! We can't wait to get to know all the members and be a part of all the fun events and

help the community," concluded Capasso.

Chamber members and the extended Central Delaware community are encouraged to visit Boujee Babe's mocktail bar this summer at Yogi Bear Campground, Kids Coastal Beats, and other local events. They're also very excited to announce the launch of their new "Boujee 302" merchandise line!

For more information about Boujee Babes, please visit www.boujeebabesde.com or call (302) 329-8626. Please join the Central Delaware Chamber of Commerce in welcoming owners, Erin Capasso & Ashley Burns of Boujee Babes into membership!



Introducing Epic Worldwide Travels, LLC!

Whether it's a much-needed getaway, a family vacation, an exotic adventure, or a corporate retreat, Epic Worldwide Travels, LLC has the expertise and connections to make it happen seamlessly. The Central Delaware Chamber of Commerce (CDCC) is happy to introduce you to Erika Burgos, owner of Epic Worldwide Travels, LLC.

Burgos at Epic Worldwide Travels, LLC offers a range of services to make client's travel experiences stress and care-free. From cruises around the world, to flight bookings and hotel reser-

vations, to car rentals and travel insurance, Burgos has you covered. She also provides personalized itinerary planning and recommendations based on your custom interests and budget. She specializes in cruises with all major companies and Disney packages. "I have always been interested in travel and love to travel myself. I have been doing travel advisory now for a few years but decided to finally make it official. My host company, Cruise Brothers, has been a tremendous help in getting this process started. It has been slow to start but I am truly excited

to be open officially," shared Burgos.

Originally from New York, Burgos spent most of her growing up years in Dover, ever since her grandparents were stationed here in the late 1960s. She is very familiar with the Central Delaware area. Prior to being a travel agent, she loved working with children as a nanny for 17 years.

Epic Worldwide Travels specializes in a variety of destinations around the world, from the sandy beaches of the Caribbean to the bustling cities of Europe. Their team has first-hand knowledge of these locations and

can provide insider tips and recommendations to make your trip unforgettable. The team at Epic Worldwide Travels LLC believes that no two travelers are alike. They take the time to understand their clients' preferences and curate experiences that are truly unique.

"Being a part of the CDCC was a big decision. I have seen others do great things and grow their businesses with the help of their local chambers of commerce. I am hoping to gain customers and affiliates through this process. I love that there are different programs and

courses provided to help me grow in my business as well. It will be a major benefit in my business adventures," concluded Burgos.

The CDCC is thrilled to welcome Epic Worldwide Travels LLC to our community. We are confident that their innovative services and passion for travel will bring new opportunities and exciting experiences to our members and the wider community. For more information about Epic Worldwide Travels, LLC, or to get in contact with Erika Burgos, please visit www.epicworldwide-travels.net or call (302)



505-4195. Please join us in welcoming Epic Worldwide Travels LLC into membership!

Member of the Month



NAME: Alexander Lebron
TITLE: Assistant General Manager
BUSINESS: Royal Prime Steakhouse/ Royal Prime Events
ADDRESS: 21131 North Dupont Highway

WEBSITE: www.royalprimesteakhouse.com
PHONE: 3302-857-2200
EMAIL: Alex@royalprimesteakhouse.com

Tell us a little about your business/organization: how did it begin; what are your services/products, etc.

Royal Prime Steakhouse is a premiere fine dining restaurant located inside of Bally's hotel. Not only do we offer prime cuts and an extensive wine selection, but we offer space to host all kinds of occasions. From our private rooms to our lounge that offers live music weekly and premium burgers (made from our steak trimmings) we've got just the thing for any occasion.

Tell us about your role in the business/ organization.

My role as the AGM is maintaining the success of the restaurant with day-to-day operations as well as marketing. I help train and bring out the best in my employees so we can give our guests an experience of a lifetime. I am constantly on the lookout for any marketing angle to help the business flourish.

Tell us something that makes your business/organization unique.

At Royal Prime, we pride our-

selves on giving our guests impeccable service and being able to host inside a beautiful, formal setting is what sets us apart. Our staff are thoroughly trained at their positions, which helps running a successful and cohesive atmosphere. Besides that, what sets us apart from other local spots is our selection of prime cut meats.

What do you see for the future of your business/ organization?

Looking at the steakhouse's past, I believe that Royal Prime will be ready for whatever the future has in store

for us. We have transformed from a buffet style restaurant into a successful fine-dining local restaurant in the matter of a couple years. Our seasonal menu changes help to ensure that our returning guests as well as new guests always have options to explore. Between our products and services that we offer, as well as the help of the CDCC, I can see that the future is bright for Royal Prime.

How has the Chamber helped your business/organization grow?

I'm thankful for all the help the CDCC has offered me

and Royal Prime Steakhouse. I was hired in late January with big shoes to fill. Luckily, Royal Prime guided me into the CDCC's direction, and I was able to sign up as a new member. I went through new member orientation which helped guide me through the CDCC website. Along with that, they guided me along the whole process as well as all events that would be beneficial to growing the business.

What is your best advice to other businesses/organizations?

The best advice I can give to anyone that's trying to grow

their business, go straight to the CDCC. They have made my transition into management seamlessly by providing me with the necessary tools to help grow the business. I recommend becoming an active member, it truly helps to network and reach out to other local businesses.



Ambassador's Corner

Tracey Ingram



Tracey helps business owners make more money, end their debt cycle, and create wealth and savings.

Tracey and her husband Randy are lifelong Delawareans (in fact, her father's family has been here since the 1780s) and love attending concerts, dining at area

restaurants, and going to the beach.

Her mission is to help entrepreneurs create more joy and financial freedom in their business so that they can spend more time with their family, pay off debt, save for vacations and retirement, and create a satisfying and rewarding business relationship with their clients.

As a Money Coach and former bookkeeper and CFO she helps entrepreneurs identify the "friction points" in their business and finances and create a simple strategy and action plan to solve them.

The most common concerns are paying off debt, smoothing out cash flow, and creating more savings or income.

But can also include how to pay themselves more, saving for taxes or a future investment, and having more

confidence in their day to day finances and financial decisions.

As a Certified Sacred Money Archetypes coach, she helps people understand their unique money gifts, strengths, and challenges.

Using their individual "Money DNA" she works with her clients to identify and focus on revenue streams that align with their gifts and strengths.

This often means helping them shatter their old unconscious limiting money blocks and write a fresh, new, inspiring money story.

This allows them to work in their "zone of genius" and create more income while simultaneously feeling more joy and ease. That also provides an optimal experience for their clients.

Her Sacred Money Arche-

types coaching packages are structured and priced for "fast action" (1 or 2 half-day sessions) and are designed so that her clients take immediate action and make their investment back in the first 30 days.

Clients focusing on more immersive experiences (like creating savings or destroying debt) can enroll in 6 month 1 to 1 packages where they'll create a strategy and implementation plan, and tackle mindset and habits.

Tracey says "My favorite part of what I do is when my clients tell me that they have more money, time, and energy to do what they love because they no longer second guess themselves and know what to focus on in their business."

I love being a small business owner and believe now is an amazing time to be an

entrepreneur.

And I think more people are recognizing that all the time, and are starting their own business.

That's one of the reasons that I believe so strongly in the mission of the Chamber. I joined CDCC in order to network and meet other entrepreneurs and members of the community and it has been such a rewarding experience.

I have new friends and feel understood in a way that I never did in my corporate life and I'm proud to be an Ambassador and 5 Star Member.

Being in business for yourself can sometimes feel lonely and it's satisfying to be a member of an amazing Chamber that provides so many opportunities to its members (and their guests!) via the marketing, education, and networking pillars.

And it's reassuring to know that they have strong relationships with our state legislators and work hard to ensure that our concerns as small business owners are a top priority.

Of course when I learned that the CDCC is a National 5 Star Chamber and one of the requirements has a significant financial commitment, the money geek in me rejoiced!

I love making new friends and look forward to seeing you at a Chamber event, so please say "Hi" and introduce yourself.

To discover YOUR Sacred Money Archetypes or schedule time to discuss your financial goals and concerns, contact Tracey at 302-265-0101, tracey@traceygram.net or www.TraceyIngram.net (<< NET not com)

RENEWALS FOR MAY 2024 - THANK YOU FOR YOUR RENEWAL!

Company Name	YRS	Company Name	YRS	Company Name	YRS
Merrill Lynch Wealth Management - Connell & Associates	42	Cheddar's Scratch Kitchen	11	Ms. Janie Libby	5
University of Delaware	36	Grotto Pizza - Dover	11	Scentsy	5
Easterseals DE & MD's Eastern Shore	34	Harvest Years Senior Center	11	Brookdale Dover	4
Todd's Lawn Care Service	33	Independent Resources, Inc.	10	DelMarVa SHRM	4
i.g. Burton & Co., Inc.	28	Children & Families First	8	DiBiaso's Cleaning & Restoration Services Inc.	4
Johnny Janosik, Inc.	28	Delaware Department of State	8	Smyrna Nutrition	4
Fairfield Inn by Marriott, Dover	23	Mission BBQ	8	Bella MediSpa	3
TD Bank - Limestone	20	Walmart DC 7034	8	Diamond State Pole Buildings	3
Knights Fine Jewelry Ltd.	19	Eye Specialists of Delaware	6	Bayada Hospice	1
Green Diamond Builders, Inc.	17	Ferris Home Improvements, LLC	6	BES Business Solutions LLC	1
Alternative Solutions	15	LongHorn Steakhouse	6	Smyrna Chiropractic LLC	1
		Cancer Support Community Delaware	5		

NEW MEMBERS

ASAP LOGISTICS	Dyamond Manire		Smyrna	DE	19977	302-588-5624
BELFOR USA Group Inc.	John Graham	2151 Michelson Dr, Suite 290	Newark	DE	19702	302-266-4994
Beyond Speech Therapy, LLC	Heather Aydelotte	25 Maggies Way Ste. 2	Dover	DE	19901	302-883-4516
BH Repairs LLC, dba Dover Vacuums	Bruce Hermann	512 North DuPont Highway	Dover	DE	19901	302-734-2600
Boujee Babes	Ashley Burns		Milton	DE	19968	302-423-4455
Djigui Corporation	Isabelle Coulibaly		Dover	DE	19904	267-388-0927
Epic Worldwide Travels LLC	Erika Burgos	506 Woodsedge Road	Dover	DE	19904	302-505-4195
Good Company Handyman LLC	Paul Bryant	341 N Bradford Street	Dover	DE	19904	302-703-9080
Henlopen Candle Works	Jeanellen Adams Gonzalez		Dover	DE	19904	302-359-1551
Beyond Speech Therapy, LLC	Heather Aydelotte	25 Maggies Way Ste. 2	Dover	DE	19901	302-883-4516
Insomnia Cookies	Cain Leathers	1365 N Dupont Hwy	Dover	DE	19901	302-353-1110
ModWash	Christopher Sturgill	1414 North Dupont Highway	Dover	DE	19901	302-535-4186
Sha Scrubz & Apparel	Jewell Gale-Brooks	32 W. Loockerman Street	Dover	DE	19904	302-363-4485
The Hive on Loockerman	Chevonne Boyd	28 W Loockerman Street	Dover	DE	19904	302-570-1440

Congratulations - You're a 10!

The Central Delaware Chamber of Commerce of Commerce is excited to introduce a monthly feature for 2022-2023 in the Chamber Connections. "Congratulations - You're a 10!" is designed to recognize, congratulate and highlight recently renewed members who are celebrating membership anniversaries in increments of 10.



Coffee On Us!
SPONSORED BY
Tre Sorelle Dolce

The Central Delaware Chamber of Commerce would love to connect you with something delicious! The photograph on our front pageheader changes each month, depicting picturesque and unique locations right here in Central Delaware. These photos are the subject of our monthly "Coffee On Us" contest. If you recognize the location of the header picture on our front page, be the FIRST PERSON to CALL the CDCC Office (302-734-7513) with the correct answer and you will win a \$10 gift card to:



You'll also see your picture and your company name on our Facebook page - and, of course, you'll win bragging rights for the month!

The winner of the last "Coffee On Us" Contest was James Tompkins of Bayhealth Medical Center for correctly identifying the Delaware State Police Museum . Congratulations, James - and thank you for playing our game!

Please note that the same person is qualified to win the Coffee on Us Contest only twice per calendar year



RE-OPENING IN AUGUST

EDGE

GRANT COMPETITION

Compete for grant funding through the next round of our EDGE (Encouraging Development, Growth & Expansion) initiative. It's a great way to help your small business start or grow!



[DE.GOV/EDGE](https://de.gov/edge)

We are **YOUR** Chamber



cdcc.net

Edward Jones



Christopher Smith
Financial Advisor, CFP®, AAMS®
302.735.8770

WE ARE LOCAL
AND WE ARE HERE FOR YOU

Complimentary Portfolio Review Personalized Financial Strategies Strategic Planning